

Material Provided by MPCC at Presbytery Meeting  
May 7, 2019



	January	February	March	April	May	June	July	August	September	October	November	December	YTD
<b>Summer Camp</b>						\$100,000	\$80,000						180000
<b>Donations</b>	\$20,819.03	\$2,773.05	\$14,994.42	\$14,000	\$17,000	\$19,000	\$17,000	\$17,000	\$20,000	\$22,000	\$27,000	\$30,000	\$142,586.50
<b>Grants</b>										\$25,000			25000
<b>Corporate Sponsorship</b>													
<b>User Groups</b>	\$6,696	\$4,229	\$29,282.30	\$14,421.80	\$33,722.72	\$37,006.25	\$31,964.85	\$45,000	\$32,000	\$45,000	\$6,000	\$15,000	\$300,323
													647909.42
<b>Refinance &amp; Working Capital</b>													
<b>Year Round Staff</b>	\$21,771.96	\$33,672	\$30,353	\$22,000	\$30,000	\$30,000	\$30,000	\$30,000	\$28,000	\$28,000	\$22,000	\$22,000	\$327,796.96
<b>Additional Staff</b>					\$11,250.00	\$11,250.00	\$11,250.00						33750
<b>Operating Expenses</b>	\$27,321.01	\$6,737	\$10,206	\$15,150	\$15,150	\$15,150	\$15,150	\$15,150	\$15,150	\$15,150	\$15,150	\$15,150	\$180,614.01
<b>Professional Food Service</b>	\$1,111.20	\$719	\$211	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$24,541.20
<b>Capital Improvements/Debt Service</b>	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$51,000
													\$617,702.17
2019 - YTD Actual plus Educated Projections													\$30,207.25
<b>Presbytery Bridge Loan</b>	\$56,600												
Presbytery Bridge Loan will be paid back \$25,000 immediately upon loan closing and \$5,500 each month July - November, squaring the books by EOY 2019													
2019 Actual Sheet is a blend of received revenue and projections based on contracts signed and pledges made													





## **FAQ and financials:**

Thank you for taking the time to review this and ask us additional questions. Below we have addressed inquiries that have been brought up, and we have included some narrative thread to explain our projections for remaining 2019 and conservative estimates for 2020 and 2021:

### **What is the methodology on how Montgomery BOD developed the projected revenue amounts – user groups, summer camp and donations?**

The detail on how we determined our projections for summer camp is: starting with the number of campers already booked for this summer, extrapolating out the percentage increase based upon interest from new marketing efforts both within our Presbytery and looking outside our Presbytery heavily, as well as conservative increases for these newly contacted groups (e.g. Foster Care of Florida, Boy Scouts of America -FL region, Presbytery of Orlando, and many more.) The user groups' increase is similar, inasmuch as we took YTD bookings and added conservative estimates based on interest from marketing campaigns to our Presbytery as well as Savannah Presbytery, Flint River Presbytery, Orlando Presbytery, and the outreach and sales efforts that we are ramping up to UF, UCF, corporate groups, and large churches outside of our denomination. Donations are estimated based on our Development Director, Maurie's, YTD efforts, donor feedback and analytics, and her years of experience creating and managing major capital campaigns.

### **Do you have some detail and/or narrative to help explain the projected increase in revenues?**

Other than the information stated above, one of the major drivers that we use from a bottom-up financial projections approach is that none of the aforementioned efforts have been deployed in at least a decade, possibly more, and with the Overture plan and the tactical implementations mapped out in the last 6 months, we are confident that these new sales and contribution channels will bear out our conservative estimations. These projected increases have already begun, even in the absence of outside capital infusion as strategic debt.

### **Why is Additional (Summer) Staff so much lower in the projections as compared to historically?**

We based these numbers on last year's reported data. Due to our Camp Director's efficient management and lean operational style, and with the addition of "retreat style camping" that is getting rave reviews and copious positive feedback, the staff needs are somewhat reduced.

### **How were the Capital Improvements/Debt Service numbers derived?**

Our 3 Directors worked with the BOD and our maintenance staff to derive capital improvement numbers based upon 2 factors - 1. Immediate issues that must be and will be addressed to bring Montgomery up to a reasonable standard for revenue generation and recruitment of customers, and 2. capital improvements that will generate immediate ROI and largest ROI from user groups and user feedback from summer campers and parents. Debt service numbers are based on the numbers given to us by PILP in reference to the loan we are planning to close with them.

### **How will the reserve account be funded?**

The \$150,000 necessary to proceed with the loan, that counts toward both the reserve account AND the investment requirement, will be invested in by private donors and Presbytery churches. We have commitments for \$125,000 at present and hope to have the full \$150,000 committed by tomorrow. We certainly welcome POSA to invest in this fund as well.

### **What is the current debt owed by Montgomery to the Presbytery?**

\$56,600, half of which will be repaid immediately upon closing, the balance to be paid in monthly installments prior to YE 2019.

### **What are YTD donations and prospects for donations. Does this affect the reserve account?**

The reserve "request" is not considered by Montgomery, nor by potential investors, as a contribution. We are raising a fund for PILP from a consortium of investors for an interest-bearing investment vehicle. As such, we have not seen nor do we anticipate any impact on contributions. The BOD has secured the investment capital outside of the contacts that our Development Director is currently contacting. YTD received contributions are \$43,335 and increasing. Please see projections for more information.

### **Financial projections – is there additional anticipated debt needed from Presbytery**

We don't anticipate any additional Presbytery contributions, assuming that we can close the financing expeditiously.

**Loan amount = \$700,000**

**Interest Rate = 4.75%**

**Initial monthly payment = \$4,500**

**POSA bridge loan repayment schedule =**

**\$25,000 immediately upon closing, remainder in monthly installments, paid off in CY 2019**